

LOUISVILLE METRO COUNCIL COMMITTEE SUMMARY

Labor/Economic Development
Thursday, March 1, 2007
3:05 P.M.
Third Floor, City Hall

Present:

Chair: CM Tandy
Members: CM Owen, CM Hamilton, CM Peden, CM Henderson
CM Fleming and CM Hawkins

Special Items for Discussion: NONE

Chairman Tandy announced the members and non-members of the committee that were present. A quorum was established.

AGENDA

R-27-02-07 A RESOLUTION AMENDING AND REENACTING RESOLUTION 148, SERIES 2006 OF THE LOUISVILLE/JEFFERSON COUNTY METRO GOVERNMENT COUNCIL; AND APPROVING THE GRANTING OF LOCAL INDUCEMENTS TO SENIOR CARE, INC, PURSUANT TO KRS CHAPTER 154, SUBCHAPTER 24.

CM Henderson made a motion to approve this item. CM Fleming seconded the motion

Discussion: Roxann Fry, Director of Economic Development from Greater Louisville Inc., stated the State Economic Development office asked them to make a change to their resolution format to indicate within the resolution the amount of local participation for each project. With the Kentucky Job Development Act the State of Kentucky will always match four times whatever the local jurisdiction will do. Some of the projects may offer up to ½ % of the local occupational taxes. The state will then give 2% of theirs for a 2.5% total wage assessment. On other projects the maximum they can give is 1% of the local occupational taxes and the state will give up 4% of their 6%. Ms. Fry addressed the following ten items. The following was discussed:

- In all the resolutions presented today and in the future will be in Section 3 some connotation referring to the following:
 - ✓ The State to Local participation ratio in this grant of inducements shall be 80% to 20%.
 - ✓ Estimates of the state and local percentages will vary
 - ✓ Metro participation comes from occupational taxes
 - ✓ State participation may be through personal income tax and corporate income tax
- Senior Care, Inc. will be the legal name for TBMM Healthcare, Inc
- With change of the corporate structure they need to amend the existing Resolution to reflect that the inducements will be granted to Senior Care Inc.
 - ✓ The local occupational tax participation level is 1% with a minimum average salary of \$31,000 at activation.

By unanimous vote, this item was sent to the **Consent Calendar**.

R-29-02-07 A RESOLUTION APPROVING THE GRANTING OF LOCAL INDUCEMENTS TO SMOOTHSTONE IP COMMUNICATIONS CORPORATION, PURSUANT TO KRS CHAPTER 154, SUBCHAPTER 24.

CM Peden made a motion to approve this item. CW Hamilton seconded the motion.

Discussion:

- Smoothstone IP Communications Corporation has been in business since late 2000.
- Smoothstone services customers across the U.S. as an IP service provider that focuses on the medium size multi location enterprise. Their services are fully managed and hosted by Smoothstone and include IP Telephone, Carrier Services, WAN, security and others
- They are expanding at the Brown and Williamson Office Towers and creating 38 new jobs.

By unanimous vote, this item was sent to the **Consent Calendar**.

R-30-02-07 A RESOLUTION APPROVING THE GRANTING OF LOCAL INDUCEMENTS TO DIGITAL BUSINESS SOLUTIONS, INC, PURSUANT TO KRS CHAPTER 154, SUBCHAPTER 24.

CM Peden made a motion to approve this item. CW Woolridge seconded the motion

Discussion: Digital Business Solutions, Inc, is a professional web-site consulting, development, programming and online marketing company founded in 2001.

- This expansion will create 17 new jobs at an average salary of \$34, 000 per year
- Over \$3,000 will be invested in the community

By unanimous vote, this item was sent to the **Consent Calendar**.

R-31-02-07 A RESOLUTION APPROVING THE GRANTING OF LOCAL INDUCEMENTS TO PHARMERICA CORPORATION, PURSUANT TO KRS CHAPTER 154, SUBCHAPTER 24.

CM Henderson made a motion to approve this item. CM Fleming second the motion

Discussion: PharMerica Corporation (a new public company to be formed by the merger of KPS, Inc. and PharMerica, Inc.) as the result of the merger between the institutional pharmacy divisions of Kindred Healthcare and AmerisourceBergen. This project will employ approximately 200 new jobs with an average salary over \$75,000.

- The company has their own Human Resource Department
- Greater Louisville Inc. will be working with them to fill the workforce pool
- The public can call the main line at GLI, 625-0000

By unanimous vote, this item was sent to the **Consent Calendar**.

R-32-02-07 A RESOLUTION APPROVING THE GRANTING OF LOCAL INDUCEMENTS TO APPRISS, INC, PURSUANT TO KRS CHAPTER 154, SUBCHAPTER 24.

CM Henderson made a motion to approve this item. CM Fleming seconded the motion.

Discussion: Appriss Inc. provides victim notification and criminal justice system integrations that help government agencies serve and protect their citizens. Appriss currently has 192 employees and expects to add 70 new staff at an average salary of \$49,000 a year. This investment will exceed a million dollars.

By unanimous vote, this item was sent to the **Consent Calendar**.

R-33-02-07 A RESOLUTION APPROVING THE GRANTING OF LOCAL INDUCEMENTS TO GCOE, LLC (aka GANNETT CO, INC), PURSUANT TO KRS CHAPTER 154, SUBCHAPTER 24.

CM Henderson made a motion to approve this item. CM Peden seconded the motion.

Discussion: Gannett Co., (GCI) is a diversified news and information company. The current project involves a consolidation of call centers inbound & outbound for a variety of GCI Centers. The operating entity of these customer call centers would be known as GCOE, LLC "Centers of Excellence". They will employ approximately 217 new employees at an average salary of \$29,000. Excess space within the GCI owned Louisville Courier Journal has been chosen as the best facility for this consolidation. This will be an investment over \$4 million dollars.

By unanimous vote, this item was sent the **Consent Calendar**.

R-34-02-07 A RESOLUTION APPROVING THE GRANTING OF LOCAL INDUCEMENTS TO METAL SALES MANUFACTURING CORPORATION, PURSUANT TO KRS CHAPTER 154, SUBCHAPTER 24.

CM Henderson made a motion to approve this item. CW Hamilton seconded the motion.

Discussion: Metal Sales Manufacturing Corporation is a wholly owned subsidiary of Interlock Industries. They were originally located in Sellersburg, IN. and will maintain manufacturing operations in Sellersburg. They are moving the headquarters related jobs to downtown Louisville, to be closer to their parent company. Metal Sales

plans to hire an additional 40 people at an average wage of nearly \$60,000. Total investment for the expansion is about \$1 million dollars.

By unanimous vote, this item was sent to the **Consent Calendar**.

R-35-02-07 A RESOLUTION APPROVING THE GRANTING OF LOCAL INDUCEMENTS TO NATIONAL PROCESSING COMPANY, PURSUANT TO KRS CHAPTER 154, SUBCHAPTER 24.

CM Henderson Made a motion to approve this item. CM Peden seconded the motion.

Discussion: National Processing Company (NPC) was recently acquired by RPSI, Inc. DBA Retriever Payment Systems. This combined entity provides payment processing and other related services to small and medium sized retail merchants. Retriever has relocated its operations from Houston and Chicago and combined operations with NPC. It will enable the people that used to work for NPC to get the jobs they had before. They will create over 162 new jobs in the community and invest over \$2.4 million.

This item was sent to **Old Business** due to abstention of a Council Member.

R-36-02-07 A RESOLUTION APPROVING THE GRANTING OF LOCAL INDUCEMENTS TO PRAJNA GROUP, INC. dba LIBERTY MORTGAGE FUNDING, PURSUANT TO KRS CHAPTER 154, SUBCHAPTER 24.

CM Henderson made a motion to approve this item. CM Fleming seconded the motion.

Discussion: Liberty Mortgage funding is one of several large mortgage companies in the area. Liberty changed its business model to become a Correspondent Mortgage Lender. They currently have a staff of 40 and are licensed to do business in 10 states. The company will create 24 new jobs for Kentucky residents with an average salary of \$47,000.

By unanimous vote, this item was sent to the **Consent Calendar**.

R-37-02-07 A RESOLUTION AMENDING AND REENACTING RESOLUTION 23, SERIES 2006 OF THE LOUISVILLE/JEFFERSON COUNTY METRO GOVERNMENT COUNCIL, RESOLUTION 206, SERIES 2000 OF THE FORMER CITY OF LOUISVILLE, AND RESOLUTION 67, SERIES 2000 OF THE JEFFERSON COUNTY FISCAL COURT; AND APPROVING THE GRANTING OF LOCAL INDUCEMENTS TO MARSH USA, INC, PURSUANT TO KRS CHAPTER 154, SUBCHAPTER 24

CW Hamilton made a motion to approve this item. CM Henderson seconded the motion.

Discussion: Marsh USA, Inc. is now the new legally entity name for a company that is known locally as Mercer Human Resource Consulting, Inc.

- Requested a Name Change Amendment
- Ms.Fry will give a quarterly report thus far and activity in the pipeline to the next committee meeting.

By unanimous vote, this item was sent to the **Consent Calendar**.

CM Henderson made a motion to adjourn. CM Fleming seconded the motion.

***NOTE: Items sent to the Consent Calendar or Old Business will be heard before the full Council at the Metro Council Meeting March 8, 2007.**

The meeting adjourned at 3:30 p.m. without objection.

MEM